

TOPICS OF INTEREST TO EVERY WOMAN

Edited by JULIA CHANDLER MANZ.

WOMEN DEPRECIATE THE VALUE OF THEIR WORK

By JULIA CHANDLER MANZ.

In talking to me of her work the other day, a young business woman ended the recital of her success in the commercial world with the information that she was now earning a salary of \$1,800 a year.

"And that is a pretty good salary for a woman, don't you think so?" she asked.

It is just this attitude of the working woman's mind toward her own worth that is the big impediment to her greater financial success in the business world. Why should a woman who is capable of filling a business position that pays \$1,800 a year feel that she is doing any better as a woman than she would be doing were she a man holding the same position?

Should be No Question of Sex.

There should be no question of sex in business relationships. Until this is realized and worked for by women themselves women's work will continue to be undervalued.

The time is coming when the applicant best qualified for the position will get it irrespective of sex, and the same salary will be paid for the work whether it is done by man or a woman.

But this condition can only come through woman's own appreciation of her equipment and value. She must first of all qualify for the job she intends seeking. She must know the business which she intends to enter. This, of course, is the first essential of success.

The world does not need unskilled labor, but there is room and to spare for either the man or woman who knows.

Another Essential to Success.

But after this comes another essential to financial success which, as yet, women seem not to have fully realized. If she is capable of the work she undertakes her services are worth as much to a firm, or an individual employer, as any man he might get to fill the same position.

Every woman who earns her own living must realize an appreciation of this fact, and demand that her work is worth to her as much as it is to the employer.

Some years ago a brilliant entertainer in talking to me on this subject, told me of an incident that had just occurred in her own life. She had been asked to entertain a very wealthy business man. She accepted the engagement and asked \$12 for her evening's work, which the club officials employing her informed her was rather exorbitant.

She liked the engagement, however, and during the course of the evening this same official in compensating her work said:

Entertainment Was Better.

"I don't know I think your entertainment much more attractive than Mr. M. S. We had him last month and had to pay him \$100 for the evening."

Here was a woman who had spent years of study and a small fortune in the preparation of a work. Added to this was an exceptional gift which peculiarly fitted her for platform work. She was admittedly superior to her masculine competitor, yet the man received twice the sum of the woman for his entertainment.

And the only reason for the injustice is the woman's own submission and acquiescence in the lower scale of prices for her own accomplishments.

I could cite a dozen instances of clever and talented women who have followed artistic professions and who, because they had no families to support, set a price on their labor so low that it was a shame to them, and a shame to their competitors.

It is just this girl who does not have to enter the commercial or professional field of labor who does the great harm. She takes up some congenial profession because she prefers it to just staying at home. Whether she is right or wrong in entering business when there is no financial need of her doing so is another question, and one which I do not intend to discuss just now, because it diverges from the intention of this talk.

Has No Bearing on Result.

Whether a woman enters business because she must or only through preference has no bearing on the injustice she deals out to other women when she offers her work at a figure well below its actual value, or below the price that a man, equally prepared to do it, would ask in the same position.

As an individual, she may be willing to give her labor for a sum and count as nothing the years she has spent in getting ready for that labor.

But it was never God's purpose that we consider only the good of the individual. There are thousands of spiritual slaves women holding commercial positions to-day, supporting whole families, and sometimes several families or parts of families.

The girl who accepts a position at a salary lower than that which the position she enters is worth lowers the scale of salaries not only for herself, but for thousands of other women who have others dependent upon their efforts.

When a woman fills a position formerly held by a man she is worth as much as that man if she does the work as well.

She isn't "doing pretty well for a woman" if she gets the fruits of a cent less. But she is doing a tremendous poor service for herself and for every other working woman in the world.

Care of Shoes.

Never put away a pair of shoes without brushing off the dust and dirt. Unless you have been walking in the mud you will only need a soft felt brush to keep them clean. In brushing be sure to remove the dust that gathers between the buttons and on the tongue of laced shoes. It is not well to wear the same shoes day after day if it can be avoided. Both shoes and feet need a change and rest. Keep a supply of laces and buttons on hand, for you may need them any moment. If patent buttons are put on when the boots are new they will nearly always last as long as the shoes.

THE OLD POEMS WE ALL LOVE.

Editor's Note.—Every woman is invited to send me a copy of the poem nearest and dearest to her heart—the little verse that has given her fresh courage in some dark hour, renewed her hope, and uplifted her spirit. It does not matter how obscure the verses, so long as the thought contained in them is uplifting. The heart-throb poems sent me for this series will be published as fast as space permits, and will furnish every woman who clips and saves them a collection she could obtain under no other back cover. In copying your favorite poem for the series, please write only on one side of the paper.

NOBODY KNOWS BUT MOTHER.

(Published at the request of Mrs. C. A. B.)
 Nobody knows the work it takes
 To keep the home together,
 Nobody knows of the steps it takes,
 Nobody knows—but mother.

Nobody listens to childish woe,
 Which comes only mother;
 Nobody's pained by naughty blows,
 Nobody—but mother.

Nobody knows of the sleepless care
 Bestowed on baby brother;
 Nobody knows of the tender prayer,
 Nobody—but mother.

Nobody knows of the lessons taught
 Of loving one another,
 Nobody knows of the patience sought,
 Nobody—but mother.

Nobody knows of the anxious fears
 Left darling may not weather
 The storm of life in after years,
 Nobody knows—but mother.

Nobody knows at the throne above
 To thank the heavenly Father
 For the sweetest gift—a mother's love,
 Nobody can but mother.

—Mabel Farmer.

FASHIONABLE POINTED TRAIN.



A stunning evening gown of Nile green chiffon, studded with tiny gold beads in design, and finished at foot with a band of fine gold lace. The tunic is black chiffon, edged all around with jet beads, and falls in a long, trailing point beyond the train of chiffon. Bodice of studded green chiffon is draped with black chiffon in fluted effect, and finished at back and front waist line with an odd ornament of gold beads.

Novel Way to Entertain Young Folk

"What can we do that's novel, that will be fun, and yet won't be too absurdly childish and silly?" So writes a young girl who has asked a gay little group of young folk to the house, but who declares she "simply won't have a proposal party, for everybody is giving them." That none of the young folk plays bridge, that they are tired of euchre and five hundred, and of hidden puzzles and things, and she wants something entirely new.

It's rather a large order, isn't it? Yet there are so many novel ways of spending the evening that two or three suggestions can readily be made for this young hostess.

You can buy books at any of the department stores, or, if you are clever, you can make yourself a series of little booklets such as are issued by the Fredrick A. Stokes Company, which, with the simple accessories of a sharpened lead pencil and a willing attitude of the mind, furnish the making of a most enjoyable evening.

There is one entitled "My Confession Book," a semiblack book, with spaces for answers to printed questions, which answers, truthful or frivolous, can scarcely fail to be amusing.

Prizes, of course, are offered for the cleverest answers.

Another form of amusement is the drawing of a face containing what each guest believes to be the characteristics of his or her own countenance, with a little character sketch underneath, for which prizes may also be awarded.

Another little book that can afford a lot of fun is the "Curious" book, each page having upon it what appears to be a random line, but which are really the heads of a drawing which may be filled out according to fancy, the best one receiving a prize, while the hostess preserves the quaint little book.

Lots of fun may also be provided for a party of young folk with picture puzzles, the girls and men drawing for partners. Then a man and a girl are given a picture puzzle, and, if possible, by the way, puzzles with the same number of pieces should be selected for each couple and a time keeper set, who allows them so many minutes to do the puzzle.

When that time is up they are credited with as many pieces as they have in place, then must go to the next table and endeavor to finish the puzzle of others.

Here too they are credited with the number of pieces placed, and the person being the most successful, or rather the couple, receives a prize.

Supper, of course, must follow, and it often lifts the last ban off the gaiety

TO-MORROW'S MENU; HOW TO PREPARE IT

Offering Many Helpful and Valuable Suggestions.

BREAKFAST.
 Canned cherries with cereal.
 Small sausage.
 Buckwheat cakes, syrup.
 Coffee.

LUNCHEON.
 Macaroni croquettes.
 Whole-wheat bread, honey.
 Apples with rice.
 Tea.

DINNER.
 Veal birds, creamed mushrooms.
 Southern sweet potatoes.
 Apple celery salad.
 Walnut mayonnaise, rice pudding.
 Coffee.

Suggestions—Figs, dates, and raisins are a recognized factor in the promotion of good health, and careful experimenting has developed many ways of presenting them at the table in appetizing forms.

Any of these fruits, chopped, may be added to the cereal for breakfast. The cereal should always, if possible, be cooked all night. Baked apples are improved when stuffed with any of the three, especially figs, as they impart a delicious flavor to the apples. They can be wisely used in breads. Combinations such as these serve to satisfy the child's natural craving for sweets in a very wholesome way. Honey serves the same end. We buy a brand of cooking figs which is cheaper than the other figs and cooks to good advantage. If a baked pie crust is filled with the figs stewed until they are perfectly tender and the juice is rich and thick, and covered with a meringue made of the whites of two eggs, a delicious pie results. Individual pie shells may be filled with this mixture and served with whipped cream, or the figs may be served in sherbet glasses topped with whipped cream.

Pie Pudding.—To one-half pound of chopped new big figs, add two cups of grated stale bread crumbs, one cup of brown sugar, one cup of finely chopped beef suet, one cup of sweet milk, one teaspoonful of salt, one-quarter teaspoonful of cloves, one teaspoonful of cinnamon, one teaspoonful of baking powder, all sifted into the mixture; then add two eggs beaten until light and thick; pour a buttered mold two-thirds full; cover, and steam for three hours. Serve with hard sauce daintily heaped around the pudding. (Housekeeper.)

Walnut mayonnaise is a good mayonnaise mixed with finely chopped walnuts.

Veal Birds.—Cut two large thin slices of veal steak into portions of equal size, spread half pork and the other half ground salt pork, and tie or pin together with toothpicks. Brown on both sides in butter, add a quart of milk, a good dusting of pepper, and let simmer two hours. When done place the birds on a platter, remove the strings or pins, and pour over them the gravy which has been thickened with a tablespoonful of flour and to which a cupful of steamed mushrooms have been added. Garnish with sprigs of parsley and lemon wedges.

Maple Candy.

One cup maple sugar, one cup water, a piece of butter. Boil about ten minutes, then add one teaspoonful vanilla extract and spread on waxed pans. Do not stir while boiling.

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SEE WINDOW DISPLAY.

LABOR IN FAVOR OF PEACE

It Wants Arbitration Treaties with All, Not Few Nations.

Editor The Washington Herald.

The statement has been made recently by men who have no right to speak for labor that the labor unions of the United States are practically unanimous in favor of the arbitration treaties with Great Britain and France. That statement is wholly unfounded, although it is quite true that organized labor is in favor of peace and opposed to war. And it is because the great mass of American workmen do not believe that the pending arbitration treaties are a genuine effort for the peace of the world that they oppose them and have sent to the Senate hundreds of protests against their ratification.

The reasons for disbelief in the genuineness of these treaties as peace measures are twofold:

First, Sir Edward Grey, the British foreign secretary, whose speech in the house of commons on March 12, 1911, was quoted by Senator Hitchcock in the Senate on January 4, confessed that England intended them as the first step to an alliance for war against a third power, which might refuse to arbitrate. That declaration, made in a speech against a peace resolution supported by all the labor members in the British Parliament, must be accepted as the English official interpretation of the treaty with Great Britain. It has never been taken back or qualified.

Secondly, the whole so-called peace movement in America is financed by Andrew Carnegie, through bonds of the steel corporation, which is the worst enemy of labor in the United States, if not in the whole world. It has no other source of income, or any other means of paying its expenses, and it is therefore impossible to believe in the genuineness of its peaceful professions. But it is entirely reasonable to conclude that it aims only at peace with the two powers named, with a view to aiding them in war with the third power alluded to by Sir Edward Grey.

Mr. Louis D. Brandeis, of Boston, in an address delivered to the New York Republican Club, on January 12, describes the conditions under which the men employed by the steel corporation work.

Among other things he said:

"Twenty-four and a fraction of a percent of this great number (30,000) work twelve hours a day, seven days a week. The only variation comes when there is a change of shift, and then the men work twenty-four hours continuously once a week. Nearly one-third of the

men work twelve hours a day, Sunday included, while about half of them work at least twelve hours a day for six days every week.

"What would we be worth to our families and to the country if we worked as hard and as long as these men? Please to yourselves to what a depth of degradation this would bring us. Think once spoke of these men and described them as being old at the age of forty. These men have children. Do you expect anything but a degenerate race of men and women under such conditions?"

This big corporation is producing a subject people, a people that are as little free in the essence as any slave. There is this difference, however, that while a slave is valuable to his owner, this subject race has no value whatever to the men who employ them after they have ceased being able to give the fearful mass of toil demanded of them.

"While it has accumulated for or disbursed to stockholders in ten years over \$500,000,000 in excess of a fair return upon capital, and has enriched promoters, it has subjected the laborer to grossly excessive toil and deprived him of industrial liberty. In England the employee in the steel trade works on the average only 52.2 hours per week; one-half of our steel workers work 72 hours or more a week. Having driven out unionism, it has taught the American worker what an 'ironmaster' really is."

An honest effort to put an end to the horrible conditions thus described, and the truth of which cannot be questioned, would be of infinitely more benefit to the people of the United States than an attempt to join England in her quarrels with other nations, which add enormous burdens to the already overworked shoulders of her working people. And no movement deriving its revenue from such a source can accomplish any real good.

To put the stamp of honesty on this so-called peace movement, let arbitration treaties with all the nations of Europe be submitted to the Senate at the same time, and special favors shown to none. Or let a treaty with Germany be first submitted and then the world will know that Germany's enemies are not favored at her expense.

R. J. NEAL,
 Chairman Legislative Committee, Central Labor Union.

Conservative Lose Votes.
 Berlin, Jan. 22.—Returns from seventy-seven of the constituencies which participated in the first rebelling for members of the Reichstag yesterday show heavy gains for the Socialists and Liberals at the expense of the Conservatives. There are 112 contests yet to be determined on the two final rebellings.

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